

Westlife Development Limited



Profit and Loss account summary (consolidated figures)

(As per IGAAP)

In ₹ million

Particulars	Quarter ended		Growth % in Q3 FY19 over Q3 FY18	Quarter ended	Growth % in Q3 FY19 over Q2 FY19
	Dec 31, 2018	Dec 31, 2017		Sep 30, 2018	
REVENUES					
Sales	3,689.9	3,037.2		3,455.5	
Other Operating Income	16.7	14.7		45.4	
TOTAL REVENUES	3,706.6	3,051.9	21.5%	3,500.9	5.9%
OPERATING COSTS AND EXPENSES					
Restaurant Operating Cost and Expense					
Food & Paper	1,336.4	1,127.4		1,273.1	
Payroll and Employee Benefits	371.2	335.6		363.2	
Royalty	170.5	131.4		159.5	
Occupancy and Other Operating Expenses	1,263.2	999.2		1,223.7	
Total	3,141.3	2,593.6		3,019.5	
RESTAURANT OPERATING MARGIN (RoM)	565.3	458.3	23.3%	481.4	17.4%
RoM (% of Total Revenues)	15.2%	15.0%		13.8%	
General & Administrative Expense	203.1	194.8		195.8	
OPERATING EARNINGS BEFORE INTEREST, TAX AND DEPRECIATION (EBITDA)	362.2	263.5	37.5%	285.6	26.8%
Operating EBITDA (% of Total Revenues)	9.8%	8.6%		8.2%	
Other (Income) / Expense, net	(35.7)	(39.4)		(41.7)	
Extraordinary Expenses *	19.7	20.4		6.0	
Depreciation	203.7	168.6		197.0	
Financial Expense (Interest & Bank Charges), net	46.6	36.4		41.3	
PROFIT/(LOSS) BEFORE TAX (PBT)	127.9	77.5		83.0	54.2%
PBT (% of Total Income)	3.5%	2.5%		2.4%	
Income Tax	(8.7)	-		-	
PROFIT/(LOSS) AFTER TAX (PAT)	136.6	77.5		83.0	64.7%
PAT (% of Total Income)	3.7%	2.5%		2.4%	
Cash Profit (INR million)	351.4	270.2		287.0	
New Restaurants Opened	8	9		6	
Comparable Sales %	14.5%	20.7%		25.7%	

* One-time expenses on account of assets written-off pertaining to restaurants relocation/closure and re-build

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(As per IGAAP)

In ₹ million

Particulars	Nine Months ended		Growth (%)
	Dec 31, 2018	Dec 31, 2017	
REVENUES			
Sales	10,550.6	8,270.4	
Other Operating Income	73.7	51.4	
TOTAL REVENUES	10,624.3	8,321.8	27.7%
OPERATING COSTS AND EXPENSES			
Restaurant Operating Cost and Expense			
Food & Paper	3,838.3	3,146.7	
Payroll and Employee Benefits	1,075.8	968.6	
Royalty	487.5	338.1	
Occupancy and Other Operating Expenses	3,644.4	2,782.0	
Total	9,046.0	7,235.4	
RESTAURANT OPERATING MARGIN (RoM)	1,578.3	1,086.4	45.3%
RoM (% of Total Revenues)	14.9%	13.1%	
General & Administrative Expense	576.2	463.0	
OPERATING EARNINGS BEFORE INTEREST, TAX AND DEPRECIATION (EBITDA)	1,002.0	623.4	60.7%
Operating EBITDA (% of Total Revenues)	9.4%	7.5%	
Other (Income) / Expense, net	(84.9)	(79.0)	
Extraordinary Expenses *	39.7	31.8	
Depreciation	587.2	497.1	
Financial Expense (Interest & Bank Charges), net	128.1	111.1	
PROFIT/(LOSS) BEFORE TAX (PBT)	331.9	62.4	
PBT (% of Total Income)	3.1%	0.7%	
Income Tax	0.3	-	
PROFIT/(LOSS) AFTER TAX (PAT)	331.6	62.4	
PAT (% of Total Income)	3.1%	0.7%	

Cash Profit (INR million)	960.5	604.7
New Stores Opened	18	16
Comparable Sales %	21.1%	12.8%

* One-time expenses on account of assets written-off pertaining to restaurants relocation/closure and re-build